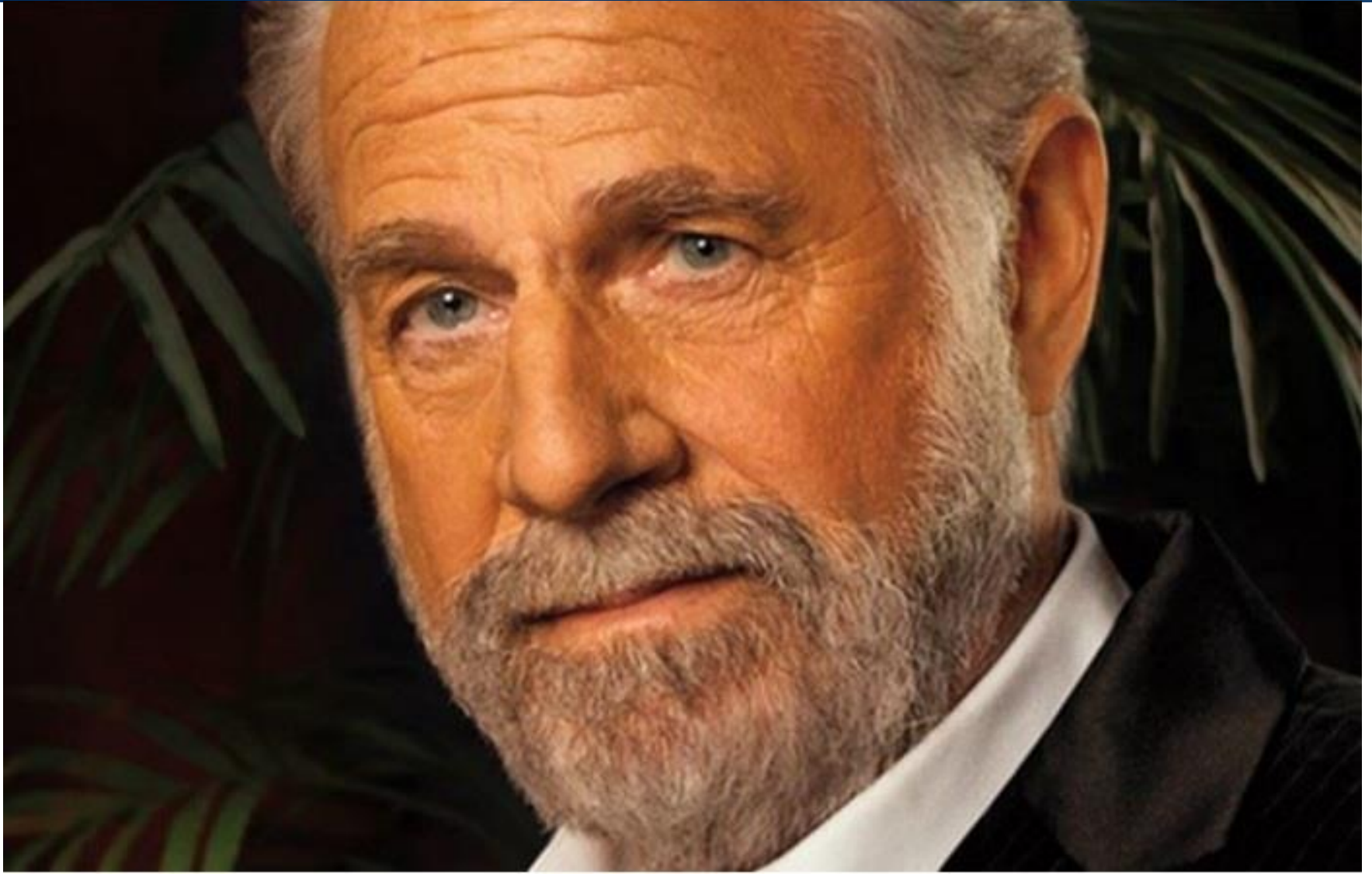




# Idaho Small Business Trends and Legal Issues

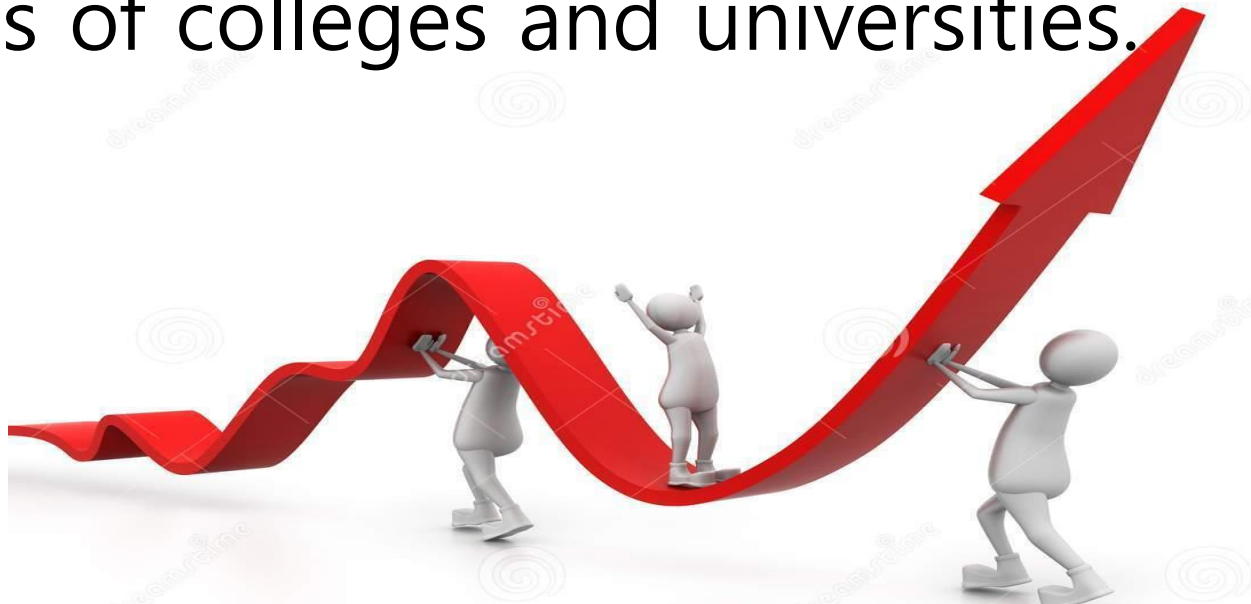
Steven A. Miller  
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Do you know who we are?



# Idaho SBDC Mission: Empowering Business Success

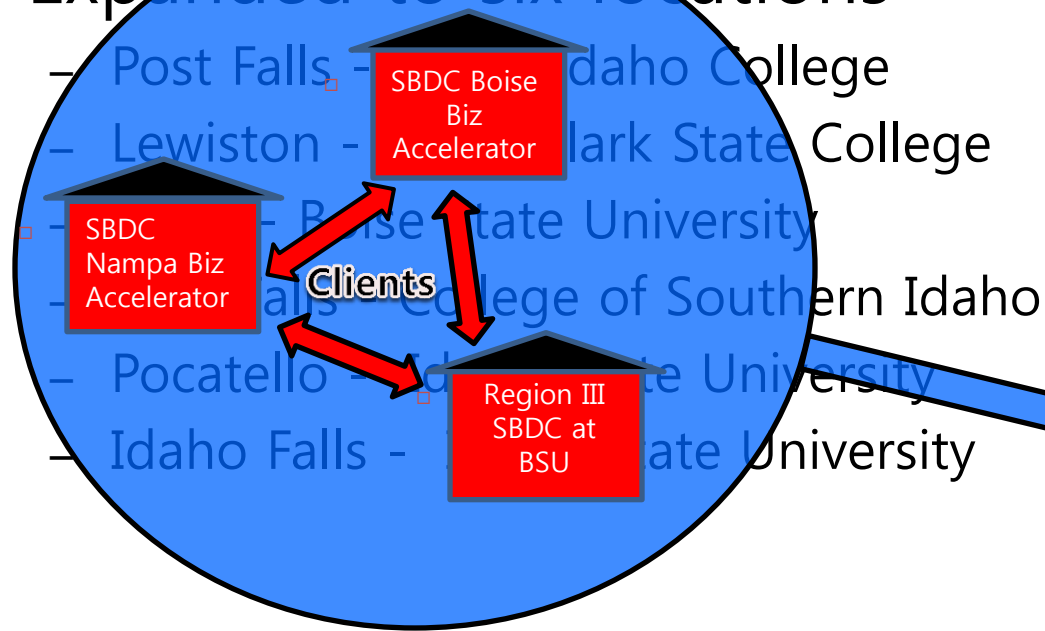
To enhance the success of small businesses in Idaho by providing high-quality consulting and training, leveraging the resources of colleges and universities.



# History

- ✚ Founded at Boise State University in 1986 with one location

- ✚ Expanded to six locations



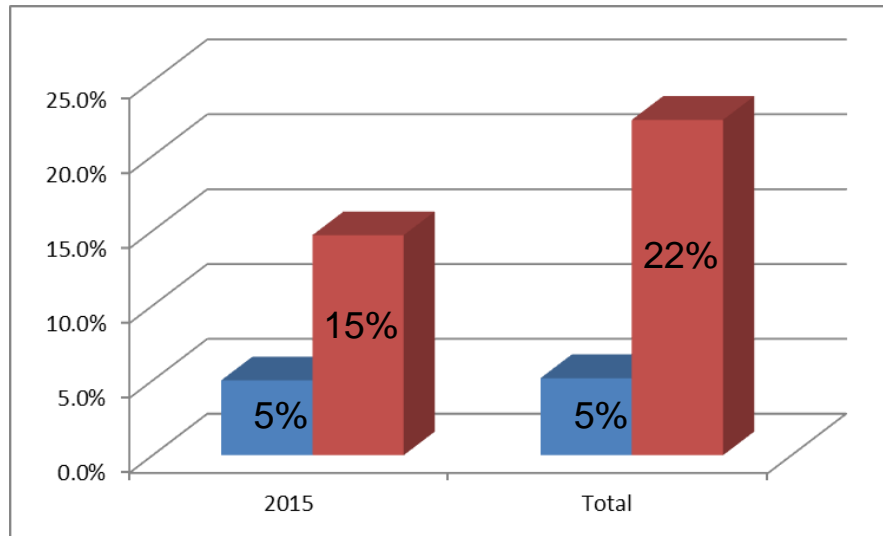
Services:



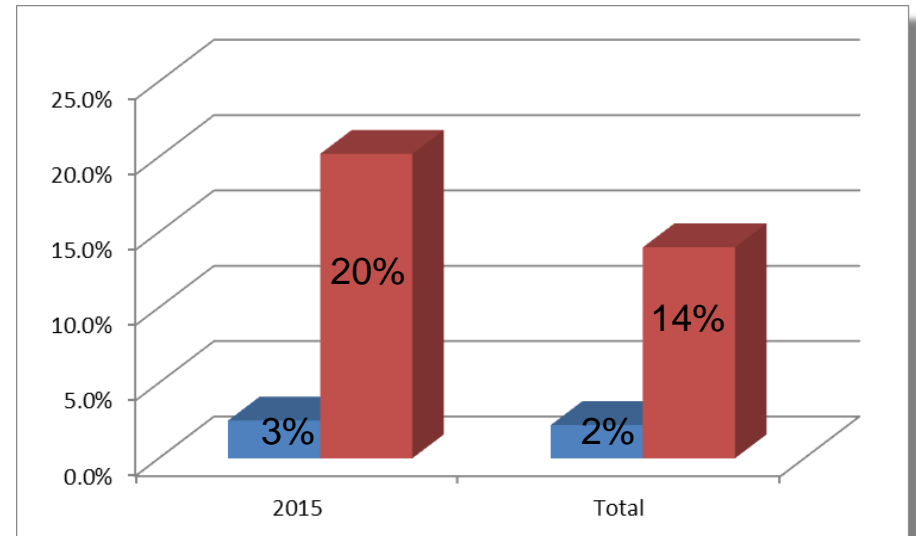
**Consulting. Accelerators. Training. Referrals.**

**Our Vision:** *Idaho SBDC clients are consistently recognized for outperforming their peers.*

## Sales Growth



## Employment Growth



■ Idaho Small Business

■ Idaho SBDC Client

20 year avg. (1996-2015)

Data from third party researcher, Dr. Jim Chrisman, *Economic Impact of Small Business Development Center Counseling in Idaho*



# Who Are Our Clients?

- ✚ Generally less than 20 employees
- ✚ Sales < \$1,000,000
- ✚ 62% already in business
- ✚ 38% startups
- ✚ 39% female owned



One thing nearly all of our clients have  
in common .....

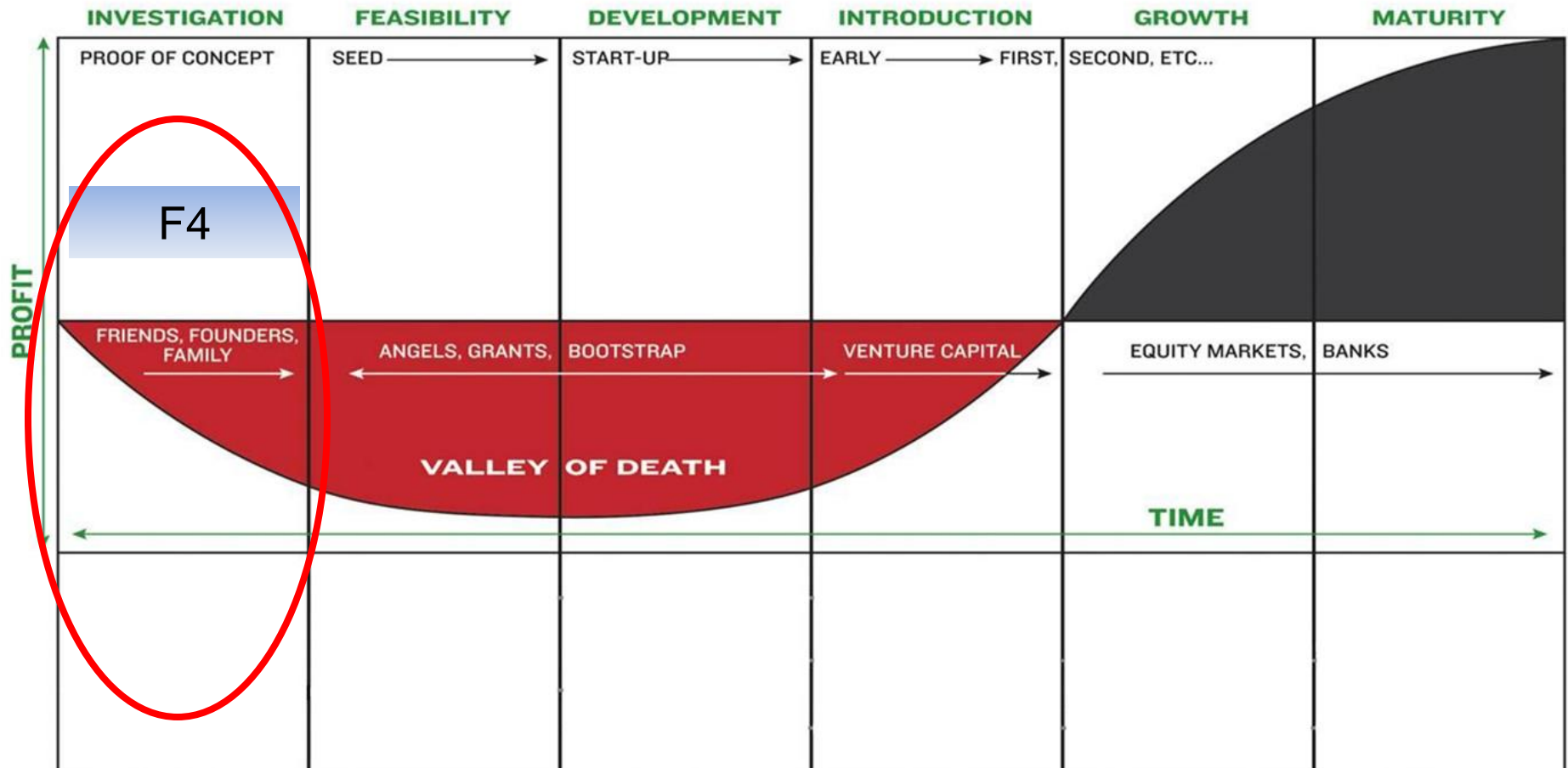




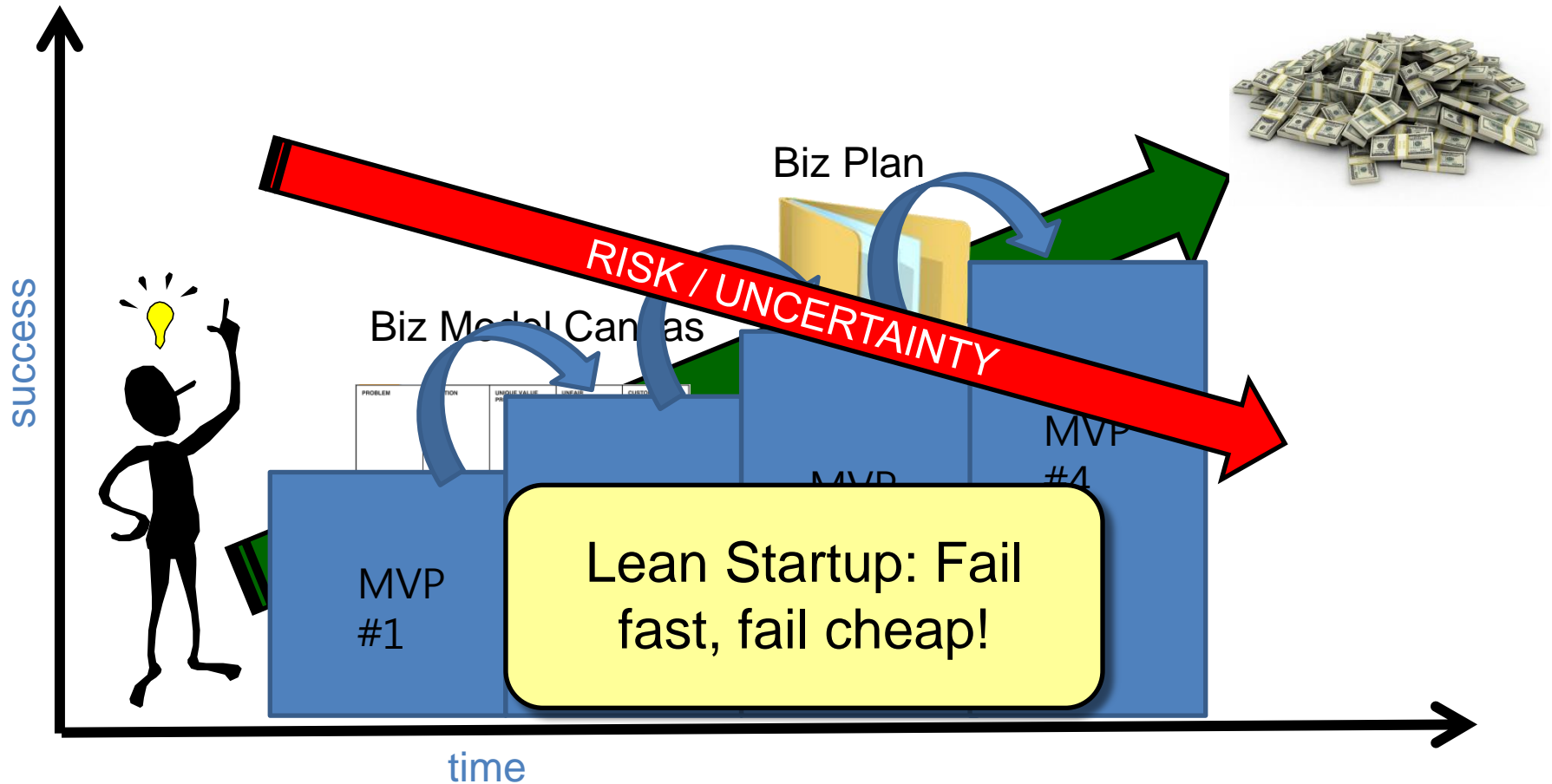
# Trends in Idaho Small Biz World

- ✚ Small business starts are up and bankruptcies down
- ✚ Adoption and application of BMC and Lean Startup
- ✚ Financing
  - ❑ A heavy reliance on F4 (see Lifecycle of Money slide)
  - ❑ A good amount of SBA lending going on with the leading local institutions being D.L. Evans, Zions, Washington Trust ...
  - ❑ Very little grant money available

# Funding Methods: the lifecycle of money



# A typical startup customer...



# Common legal questions/issues

- ✚ Business entity formation
- ✚ Op agreement, articles of incorporation, by-laws
- ✚ Commercial lease contracts
- ✚ Sale/purchase of business
- ✚ Equity investment
- ✚ Intellectual property strategy and creation

# Idaho Small Business Industry Profile

(2012 data from a SBA report published in 2015)

- ✚ The SBDC sees a broad range of business concepts and models
- ✚ Idaho small businesses are indeed small

Industry	Firms w 1-499 employees	Firms w 1-19 employees	Nonemployer firms	Total Small Firms	% of Total w < 20 employees
Construction	5,605	5,352	13,022	18,627	98.6%
Health care & social assistance	4,109	3,597	9,110	13,219	96.1%
Professional, scientific, & tech. svcs.	3,872	3,636	14,404	18,276	98.7%
Retail trade	3,714	3,280	12,339	16,053	97.3%
Other services (except public admin.)	3,017	2,861	16,795	19,812	99.2%
Accommodation & food services	2,787	2,271	1,492	4,279	87.9%
Admin., supp., waste mgt., remed. svcs.	1,962	1,796	7,503	9,465	98.2%
Real estate & rental & leasing	1,754	1,695	14,761	16,515	99.6%
Manufacturing	1,608	1,302	2,674	4,282	92.9%
Transportation & warehousing	1,542	1,392	4,662	6,204	97.6%
Wholesale trade	1,389	1,036	1,900	3,289	89.3%
Finance & insurance	1,389	1,279	3,704	5,093	97.8%
Arts, entertainment, & recreation	695	612	5,125	5,820	98.6%
Forestry, etc. & agriculture support	436	409	2,653	3,089	99.1%
Educational services	401	321	2,790	3,191	97.5%
Information	369	292	1,430	1,799	95.7%
Management of comp. & enterprises	118	23	*	118	*
Mining, quarrying, and oil & gas extrac.	108	84	202	310	92.3%
Utilities	105	93	141	246	95.1%
Unclassified	37	37	*	37	*
<b>Total</b>	<b>35,017</b>	<b>31,368</b>	<b>114,707</b>	<b>149,724</b>	<b>97.6%</b>

Source: U.S. Census Bureau and SBA Office of Advocacy



*Danke schön*



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# Idaho Small Business Development Center



**86**

Businesses  
Started



**870**

Jobs  
Created



**\$28.8**

Million  
Capital Raised



**\$47.3**

Million  
Sales Growth

**ROI**

**5:1**

Return on  
Investment

## IMPACT 2015



**1,613**

Clients  
Served



**84**

Student  
Projects



**204**

Trainings  
Delivered



**39%**

Women  
Clients



**62%**

Existing  
Businesses

Empowering Business Success

# Fiscal Benefit

- ✚ Increased **state** tax revenue  
**\$2.2 million**
- ✚ Increased **federal** tax revenue  
**\$1.8 million**
- ✚ Return on Investment = **5:1**



20 year average of data from third party researcher, Dr. Jim Chrisman, *Economic Impact of Small Business Development Center Counseling in Idaho*